

Guardian announces its 2024 dividend

Guardian is pleased to announce that the Board of Directors has approved a **\$1.398 billion dividend allocation** to participating policyholders in 2024 — the largest dividend payout in our company’s 163-year history. This reflects an **increase in our Dividend Interest Rate (DIR) to 5.90%**.

This record dividend reflects Guardian’s unwavering commitment to our financial strength, mutuality, and our policyholders’ financial well-being.

Most importantly, we are grateful to our field colleagues for the important role you play in our continued success and for your outstanding performance during the last few years.

Producer use and education:

- [Dividend Announcement](#) from Andrew McMahon
- Dividend FAQ – [Pub6326](#)

Consumer use and education:

- How Guardian calculates the dividend – [Pub5352](#)
- Guardian’s dividend and financial performance flyer – [Pub3566](#)
- Pegging and Substitution flyer – [Pub5917](#)
- Guardian’s Dividend Interest Rate History flyer – [Pub8810](#)
- The whole story of dividends infographic – [Pub7331WEB](#)
- Dividend public press release* – [News](#)
- Direct Recognition flyer – [Pub4545](#)
- Financial Strength Persistency flyer – [Pub12003](#)
- Guardian through the years flyer – [Pub12183](#)
- Announcing a record-breaking dividend [webpage](#)*

Dividend WebEx:

- Please join Ed Youmell, Alex Borress, and Greg Faux on December 14 at 11 am EST for the 2024 Dividend Webcast.
- [Click here](#) to register.

Client communications:

- Share the news with your clients! A new shareable social post and email has been added to Marketing Suite. You can search for these by searching the keyword “dividend”.*
- Guardian is pleased to share the record dividend news with our customers. On December 12, Guardian will be communicating the announcement with participating whole life customers via [mail](#) and [email](#). Click here to preview these communications.

Guardian

Putting policyholders first

What it means to work with a mutual company

Unlike companies that may be driven to meet the demands of their investors and stockholders, a mutual company is owned by its policyholders and puts people first. This means when you purchase a policy, you're not just a customer, you're an owner.

There are many advantages to consider:

- A focus on the long term**
Mutual companies are with you for life. They have a long-term commitment to your future, not just a profit for years to come.
- You have a vote**
As a policyholder, you have a say about what the company does. Policyholders have a say in how the company is run, including paying out the part of the company's earnings.
- Profits are shared with you**
Mutual means "shared". As a policyholder, you are part of the company's success.

Versus working with a stock company

- Steered by stockholders**
Stock companies need to answer to stockholders, so they may take more short-term actions that can come at a cost.
- The company decides**
Unless you're a shareholder of the company, you may not have a say in how the company operates or spends its money.
- No profit participation**
As a stock company, policyholders do not participate in profits.

Choosing the right mutual company to protect you and your family can make all the difference. At Guardian, our mutuality reflects our values, strength, and history. From our founding in 1850, we've been guided by meaningful deeds that we continue to stand behind. We do the right thing, we believe people count, we courageously shape our future together, and we go above and beyond for the people we serve. Through world wars, economic turbulence, and pandemics, we've delivered on these values, and our promises.

As a mutual company, putting policyholders first is the bedrock of who we are and the guiding force behind how we operate. Staying grounded in our identity and founding principles will continue to help us deliver on the commitment and promises we make.

Behind every shared future is a Guardian™

Contact a financial professional today to learn more about mutuality.

*Dividends are not guaranteed. They are declared annually by Guardian's Board of Directors.
†Financial information concerning Guardian as of December 31, 2022, on a statutory basis: Admitted Assets = \$76.0 billion; Liabilities = \$67.2 billion (including \$55.0 billion of Reserves); and Surplus = \$8.8 billion.
Guardian is a registered trademark of The Guardian Life Insurance Company of America.
© Copyright 2023 The Guardian Life Insurance Company of America.
PUB1880 (12/23) 2023-16344 Rev. 12/23

Tell the story of mutuality with this [infographic](#).



Start your dividend conversation with [this video](#).

For additional dividend resources, visit the [Life Marketing section](#) on GOL.

Behind every shared future is a Guardian™

The Guardian Life Insurance Company of America
[guardianlife.com](#)

New York, NY

Pub8892 (12/23) 2023-164344 (Exp. 12/24)

For producer use only. Not for use with or distribution to the general public.

Financial information concerning Guardian as of December 31, 2022, on a statutory basis: Admitted Assets = \$76.0 billion; Liabilities = \$67.2 billion (including \$55.0 billion of Reserves); and Surplus = \$8.8 billion.

*Press release, webpage, and Marketing Suite materials will be available after 9:15 am EST on December 12, 2023.

Dividends are not guaranteed. They are declared annually by Guardian's Board of Directors. The total dividend calculation includes mortality experience and expense management as well as investment results.

Guardian® is a registered trademark of The Guardian Life Insurance Company of America.

©Copyright 2023 The Guardian Life Insurance Company of America